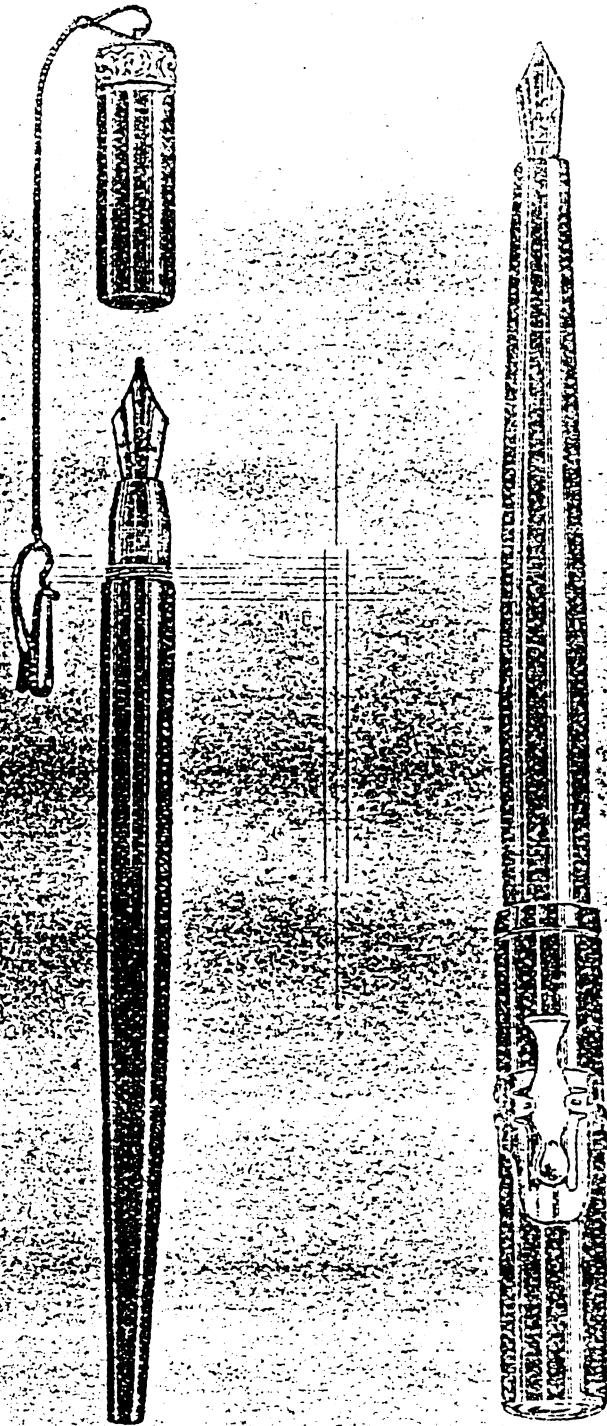


Houston Pen Company



For Writing Use A Balanced Pen
THE HOUSTON

For Ball Playing Use A Club
ALL OTHER MAKES

SEE THE DIFFERENCE?

EXCHANGE BLDG.

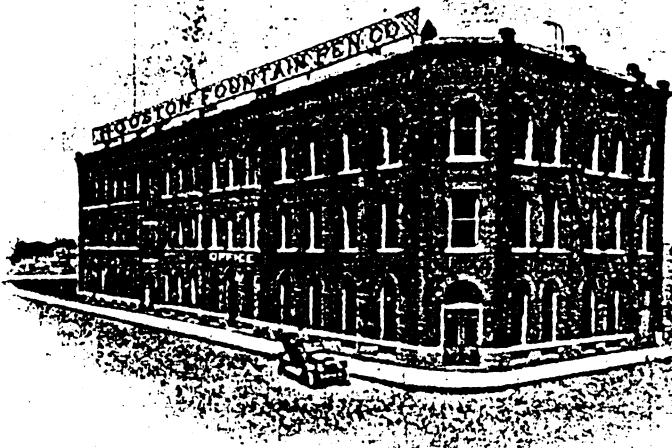
SIOUX CITY, IOWA, U. S. A.

The
Houston Pen

Manufacturers
Not
Assemblers

Iowa City, Iowa
U.S.A.

The Houston Fountain Pen



Manufactured by
Houston Pen Company
Incorporated
Sioux City, Iowa, U.S.A.

Houston Pen Company

A large, handwritten signature in black ink. The signature reads "J. C. Houston". The "J." is a large, stylized initial, and "C." and "Houston" follow in a cursive script.

President.

Houston Pen Company

USE THE BEST

It always pays to secure the highest quality of Pens. Cheap makes are of no value at any price.

The Houston Pen

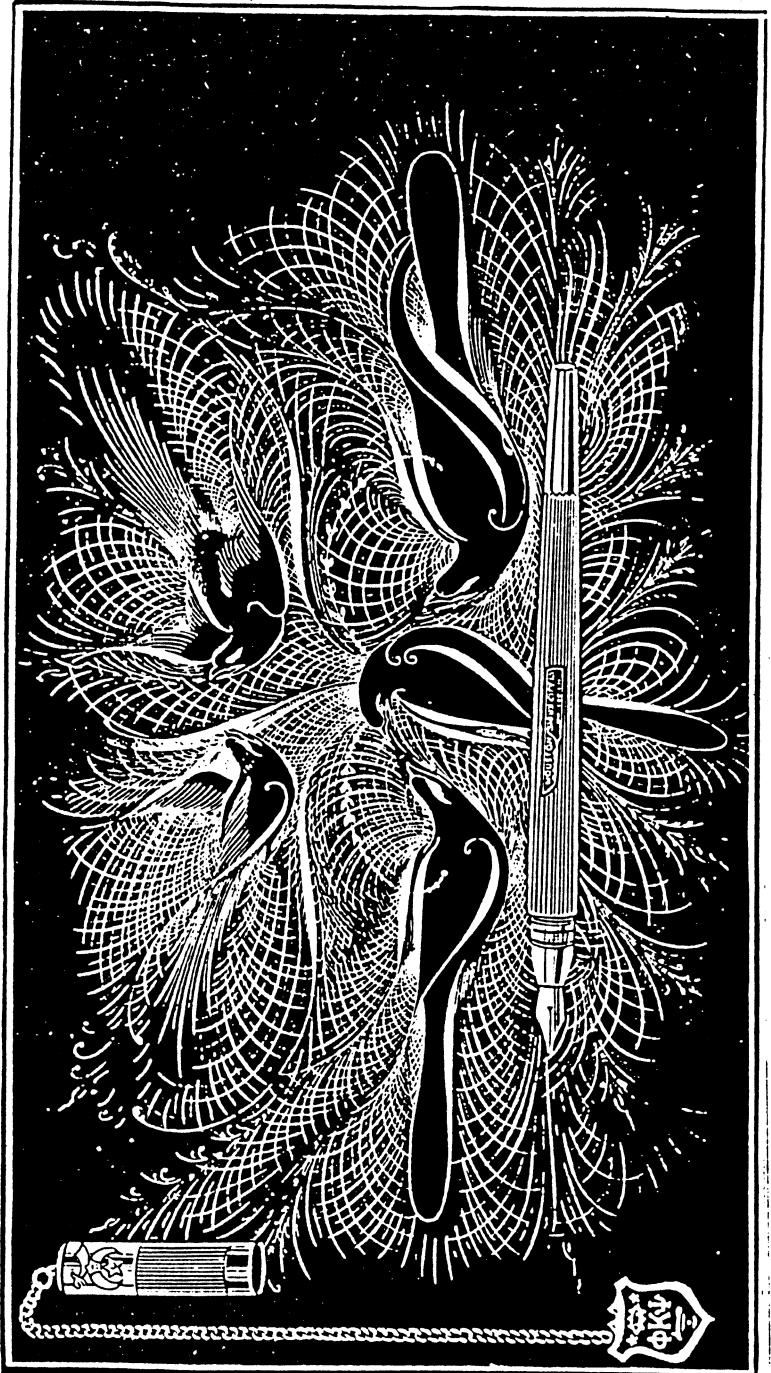
Investigate its advantages not so much in our interest as your own. It may require the expenditure of a few cents more at first but it will prove the wisest in the end!

The superior quality and progressive ness in our lines will warrant your investigation.

FOR,

Actual Business Practice
Bookkeeping, Banking, Stenography
Penmanship AND Pen Art

Houston Pen Company



For fancy and scroll designs the Houston Fountain Pen has no equal.

Houston Pen Company



The Houston Fountain Pen comes to you endorsed by the leading pemen of the United States.

Houston Pen Company

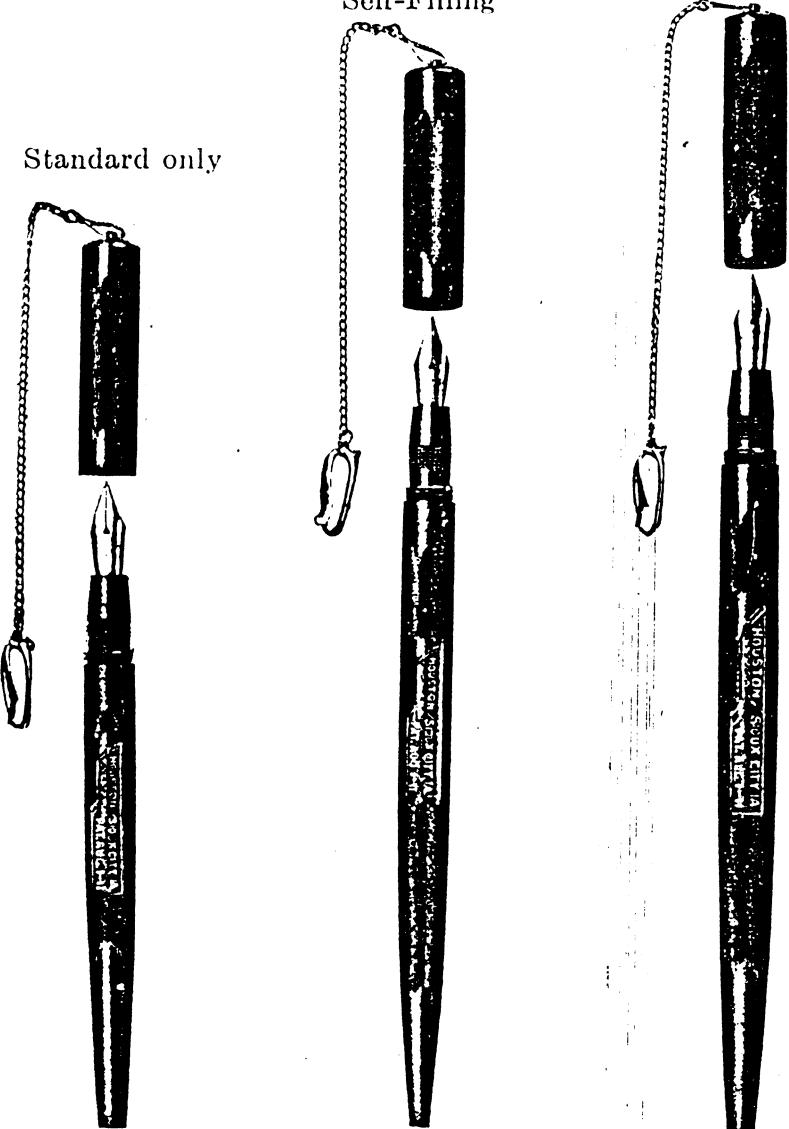
Plain Black, Black Chased or Mottled

All Pen cuts are $\frac{2}{3}$ actual size.

Standard
and
Self-Filling

Standard only

Standard
and
Self-Filling



Baby Grand

\$2.50

No. 2

\$2.50

No. 3

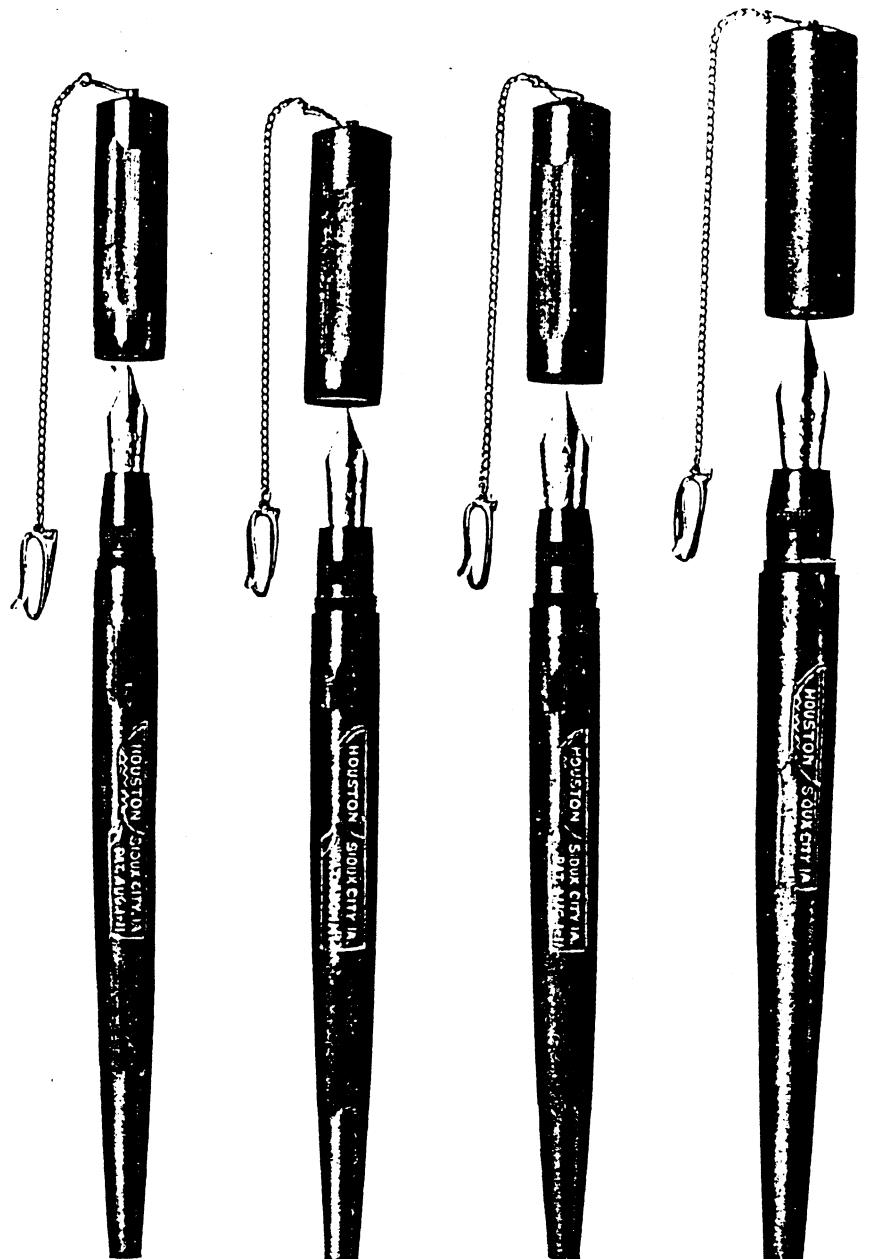
\$3.00

Unmounted Pens

Houston Pen Company

Plain Black, Chased or Mottled

Standard and Self-Filling.



No. 4

\$4.00

No. 5

\$5.00

No. 7

\$6.00

No. 8

\$7.00

Unmounted Pens

Houston Pen Company

Plain Black, Chased or Mottled.
One Gold Band on Barrel.

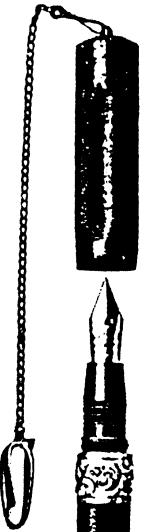
Standard
and
Self-Filling

Standard
and
Self-Filling

Standard only



No. 1
Baby Grand
\$3.00



No. 21
\$3.00



| | |
|--------|---------------|
| No. 31 | \$3.50 |
| No. 41 | 4.50 |
| No. 51 | 5.50 |
| No. 71 | 6.50 |
| No. 81 | 7.50 |

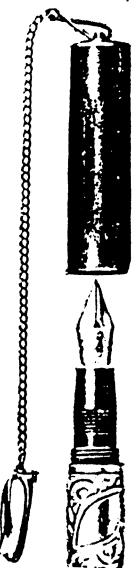
Houston Pen Company

Plain Black, Chased or Mottled
Wide Gold Band on Barrel

Standard
and
Self-Filling

Standard only

Standard
and
Self-filling



No. 5
Baby Grand
\$3.50

No. 25
\$3.50

No. 35... \$4.00
No. 45... 5.00
No. 55... 6.00
No. 75... 7.00
No. 85... 8.00

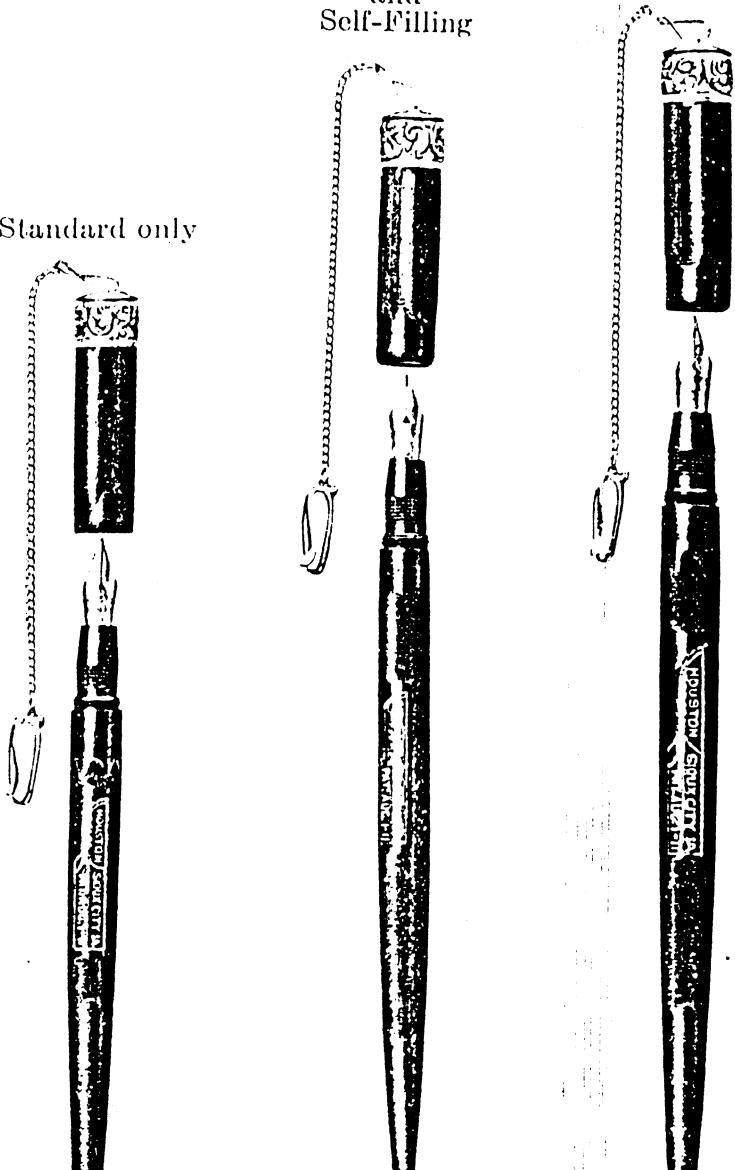
Houston Pen Company

Plain Black, Chased or Mottled
Gold Hood on Cap

Standard
and
Self-Filling

Standard
and
Self-Filling

Standard only



No. C
Baby Grand
\$3.50

No. 2C
\$3.50

No. 3C... **\$4.00**
No. 4C... **5.00**
No. 5C... **6.00**
No. 7C... **7.00**
No. 8C... **8.00**

Houston Pen Company

Plain Black, Chased or Mottled
Gold Hood on Cap and Gold Band on Barrel

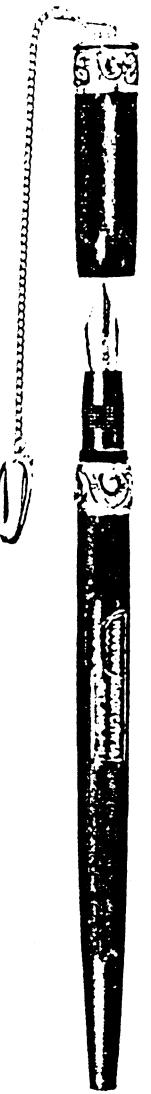
Standard
and
Self-Filling

Standard
and
Self-Filling

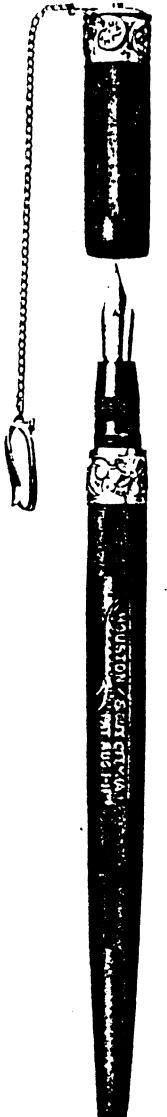
Standard only



No. 1C
Baby Grand
\$4.00



No. 21C
\$4.00

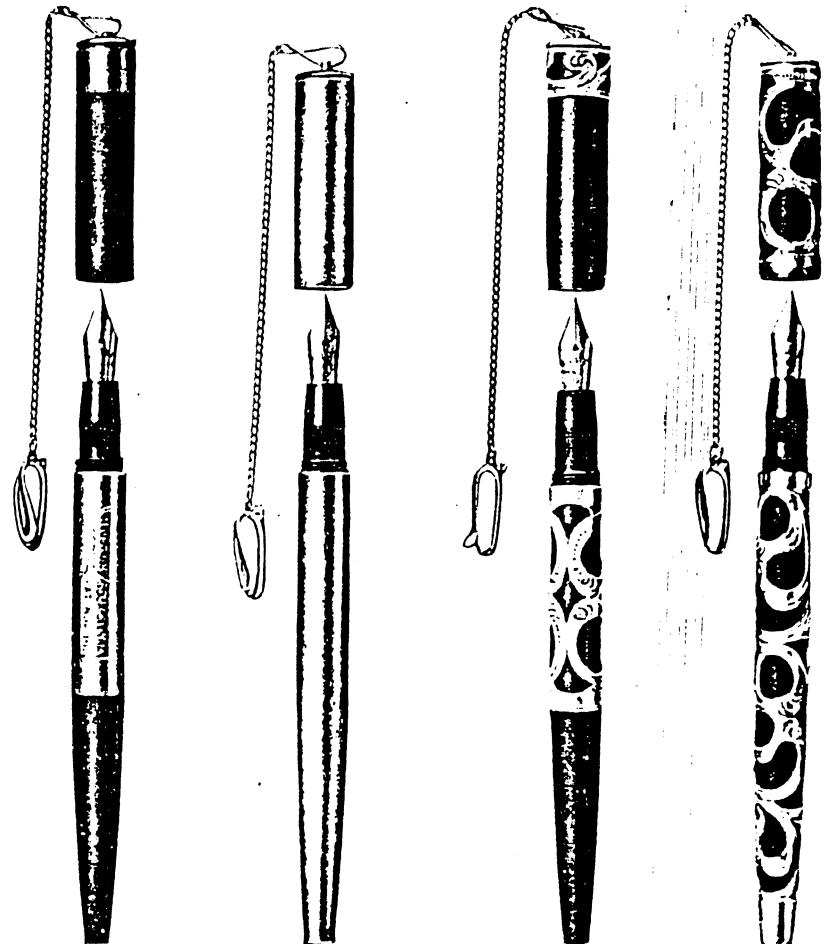


No. 31C **\$4.50**
No. 41C **5.50**
No. 51C **6.50**
No. 71C **7.50**
No. 81C **8.50**

Houston Pen Company

Baby Grands in Plain Gold and Gold Filigree

Standard only



No. 23

Baby Grand

\$5.00

No. 24

Baby Grand

\$10.00

No. 26

Baby Grand

\$5.00

No. 28

Baby Grand

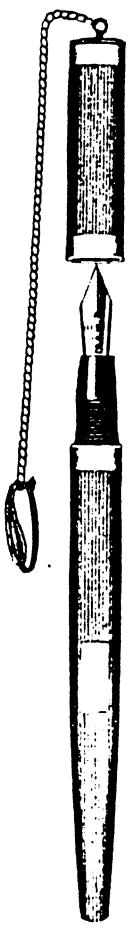
\$10.00

PEN GIFT

The Fountain Pen (if a good one) is a useful, beautiful and always appropriate gift for young or old. It is a lasting reminder of the giver.

Houston Pen Company

Solid Gold
Standard Only



No. 29

Baby Grand
\$10.00

Gold
Standard only



No. 36
\$6.50

Filigree
Standard only



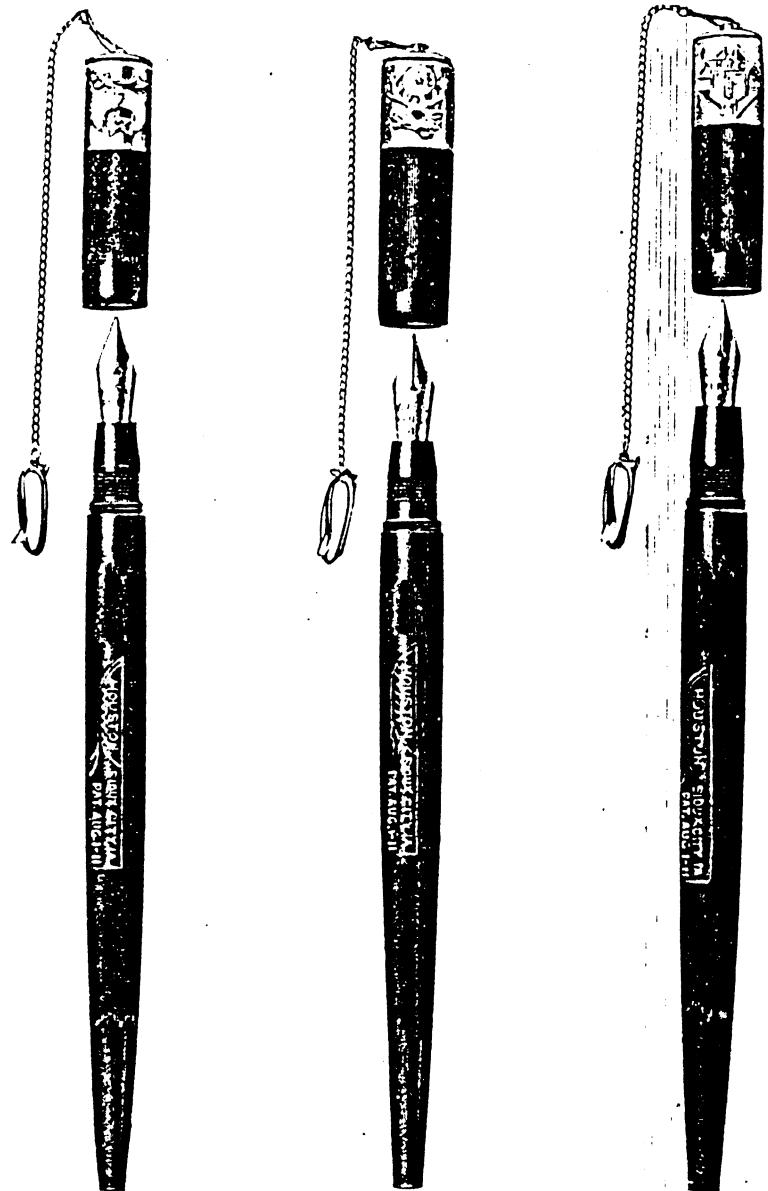
No. 38
\$11.00

No. 29 is solid gold, 14-K, throughout. The cap and barrel being covered with *Solid Gold* and beautifully engraved. This pen is one of the latest additions to our line and to appreciate its quality and beauty is to see it.

Houston Pen Company

Solid Gold, 18-K, Emblems

Standard and Self-Filling



Mystic Shrine

No.

| No. | Price |
|-----------------------|---------------|
| 40 Blue Lodge..... | \$8.00 |
| 40 Shrine..... | 8.00 |
| 40 B. of R. T..... | 8.00 |
| 40 Scottish Rite..... | 8.00 |
| 40 Knights of C..... | 8.00 |
| 40 Woodmen of the W. | 8.00 |

Elks

No.

| No. | Price |
|-------------------------|---------------|
| 40 Odd Fellows..... | \$8.00 |
| 40 B. P. O. Elks..... | 8.00 |
| 40 Eagles..... | 8.00 |
| 40 Knights of Pythias | 8.00 |
| 40 Modern Woodmen..... | 8.00 |
| 40 B. of L. F. & E..... | 8.00 |

K. of C.

Houston Pen Company

14-Karat Solid Gold Emblems and Chains



Masonic

Pin Emblem

\$4.00

Coat

Long Chain
Button
Emblem

\$5.00



Shrine

Pin Emblem

\$5.00

Coat

Long Chain
Button
Emblem

\$6.00



K. of P.

Pin Emblem

\$4.00

Coat

Long Chain
Button
Emblem

\$5.00



Elk

Pin Emblem

\$5.00

Coat

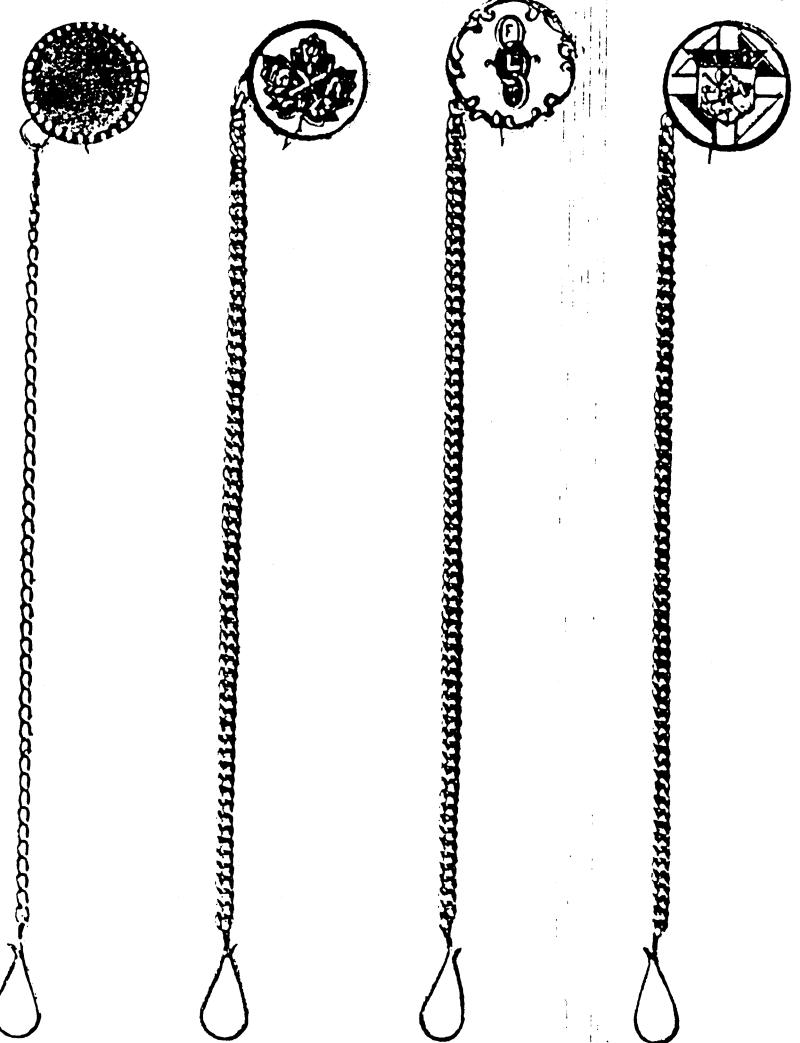
Long Chain
Button
Emblem

\$6.00

We can furnish any emblem design other than shown
in this catalog.

Houston Pen Company

14-Karat Solid Gold Emblems and Chains



Signet

Pin Signet

Light Chain

\$3.00

M. W. A.

Pin Emblem

\$4.00

Button
Emblem

\$5.00

Odd Fellow

Pin Emblem

\$4.00

Button
Emblem

\$5.00

K. of C.

Pin Emblem

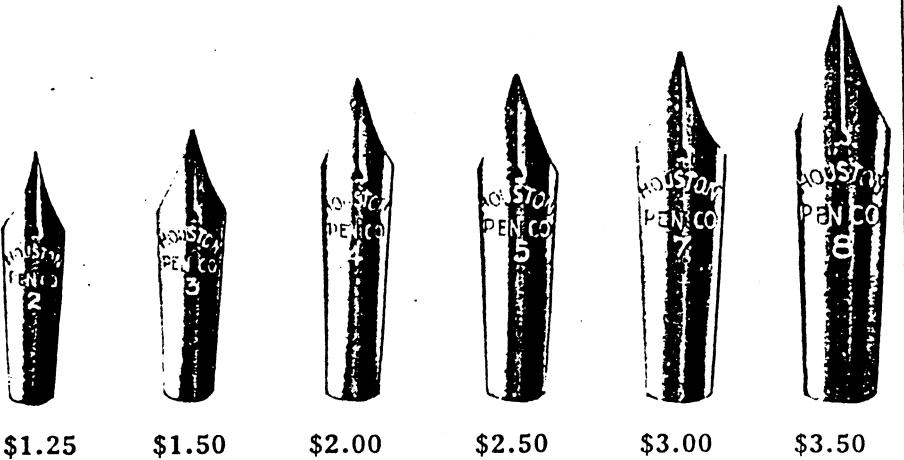
\$4.00

Button
Emblem

\$5.00

Our Emblems and Chains are designed for those wishing something of superior quality.

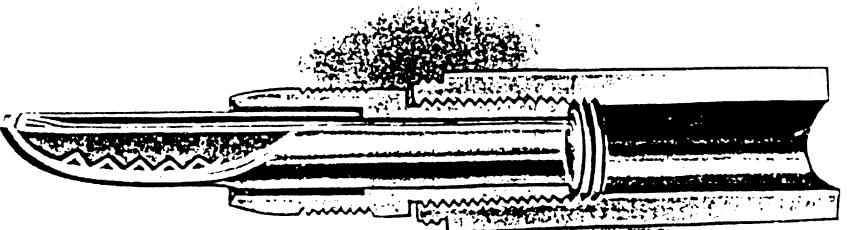
Houston Pen Company



\$1.25 \$1.50 \$2.00 \$2.50 \$3.00 \$3.50

All pens with our imprint are made of 14 karat solid gold, tipped with hard iridium—the hardest metal known. The points are ground to any degree of fineness from a needle to a coarse. The action of any steel pen can be duplicated and any style of hand suited with a gold pen. We have them in needle, fine, medium, manifold, coarse, oblique, pickwick and stub.

TRADE MARK



OUR PATENTED FEED

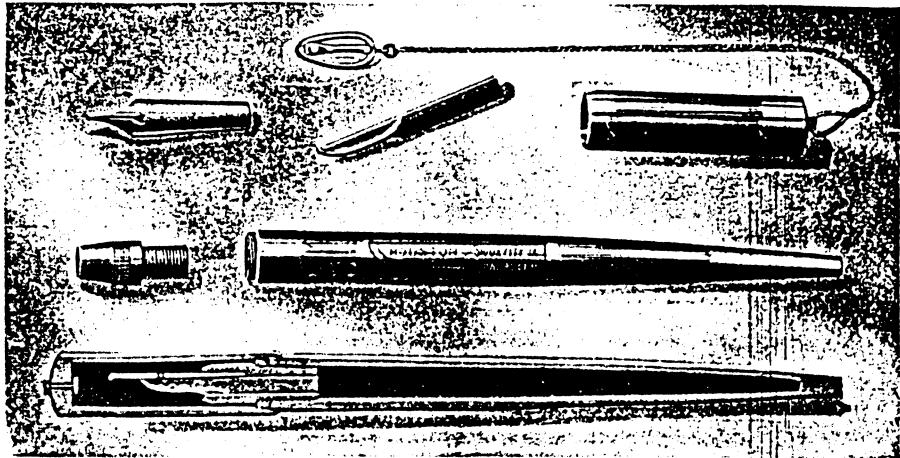
No pen is better than its feed. A cheap or poorly constructed feed is no good at any price. In this limited space it is impossible to give an explanation in detail. Suffice it to say that with our improved feed the Houston Pen will always write on the first touch to the paper. And due to our surplus feed channel, which automatically regulates the flow of ink, our pen positively will not sweat, leak or drop ink.

Houston Pen Company

STANDARD PEN PARTS

Six simple parts of the highest grade materials manufactured, by the best of skilled craftsmen, into six simple, yet mechanically perfect parts, carefully assembled in a technical manner, have made "HOUSTON" FOUNTAIN PENS the world's most perfect pen. Beware of imitations. We are the originators of the properly balanced fountain pen with safety chain—the only practical pen for students and ladies.

The barrel bears our trade mark—the Feed your guarantee of the highest grade of pens made—The "HOUSTON" (large ink capacity).



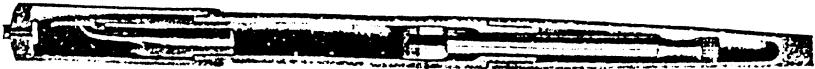
SECTIONAL PARTS

TESTIMONIAL

F. W. Case, of the Lyon Co. Reporter, Marshall, Minn., writes:

"The pen works fine and I wouldn't swap it for \$4 to boot with anyone."

Houston Pen Company



SECTIONAL VIEW

SUCTION FILLING STYLES

A self filling style of perfect action, without any complicated parts, of the highest quality and finest manufacture, which the trade mark guarantees. There are no soft rubber parts to be affected by acids in the ink. The sucker plunger is fitted with a **tapered cork** which, when drawn in place, fits in a taper bore in the ink barrel (as a cork in a bottle) which makes it absolutely air and ink tight. The pen is the same shape and balance as our standard makes and the cap is fitted with chain.

While we do not think any self filling pen equal to our standard styles, they are preferred by some.

DIRECTIONS FOR FILLING HOUSTON SUCTION FILLING PENS.

Unscrew cap over pen point; also remove tapered cap over plunger. This cap is only friction tight and can be removed more easily by turning slightly either right or left. Push plunger straight down as far as possible; emerge gold pen in the ink up to the rubber, draw plunger back slowly as you would in a syringe. Draw plunger back securely as this fills pen completely and corks end of barrel. Replace taper cap.

TESTIMONIAL

"We must have another one of your good pens. Kindly send us one by mail with a No. 4 pen therein, in your latest model, and greatly oblige.

TONE BROS.,
Des Moines, Ia."

Houston Pen Company

Price List of Parts for Houston Fountain Pens, Illustration on Page 18

| No. of Gold Pen | Price of New Gold Pens | Standard or Self-Filling | Standard or Self-Filling | Standard or Self-Filling | | Standard or Self-Filling Only | Standard or Self-Filling | Self-Filling Butt Caps |
|-----------------|------------------------|--------------------------|--------------------------|--------------------------|-----------|-------------------------------|--------------------------|------------------------|
| | | | | New Caps | New Feeds | | | |
| 2 | \$1.25 | | \$0.20 | | \$0.30 | \$0.60 | \$0.30 | \$0.25 |
| 3 | 1.50 | | .30 | | .35 | .80 | .35 | .30 |
| 4 | 2.00 | | .40 | | .45 | 1.10 | .45 | .40 |
| 5 | 2.50 | | .50 | | .55 | 1.40 | .55 | .50 |
| 7 | 3.00 | | .60 | | .60 | 1.85 | .60 | .60 |
| 8 | 3.50 | | .70 | | .65 | 2.30 | .65 | .70 |

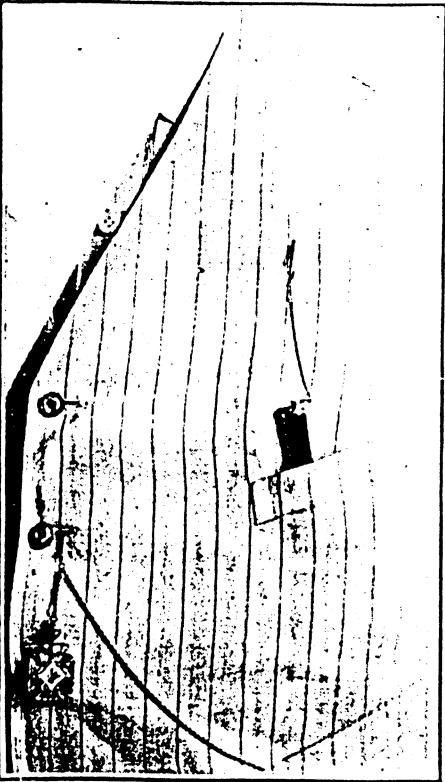
New chains, 35c.; new plunger for self-filling pens, 50c.; repointing gold pens, 50c.—repointed pens cannot be guaranteed to have the same flexibility or to wear as well as new gold pens.

In sending pens for repair always empty ink out of barrel and send complete pen so missing parts can be fitted. Always enclose name and address in package with pens.

OUR SPECIAL REPAIR DEPARTMENT IS EQUIPPED TO REPAIR ALL MAKES OF FOUNTAIN PENS

To insure safety packages should be registered. We return all pens through same class of mail as received and if not registered, at owner's risk.

Houston Pen Company



SAFETY CHAINS

This picture shows the proper place to attach the safety chain to the vest. When pen is in use the cap remains on the chain. When not in use the cap screws onto the holder and pen is inserted in pocket as in cut above. When worn in outside coat pocket, secure chain to coat under the lapel far enough above pocket to take up full length of chain.

The proper way to wear the lady's pen is to secure safety hook to shirtwaist in the desired position and then slip ring on cap end of chain over the tongue on the hook, and allow it to hang as in cut.

To carry pen in hand bag or grip, secure the chain to side of bag.



Houston Pen Company

GUARANTEE

Standard
and
Self-Filling



No. 51C
\$6.50

WE GUARANTEE every HOUSTON PEN free from defect in materials and workmanship and will replace or repair, free of charge, any of the rubber parts that prove defective, within one year from date of sale, provided pen is returned to our factory prepaid.

We guarantee pen to be 14-karat solid gold with hard iridium point.

HOUSTON PEN CO., INC.

OLD EXCHANGE BUILDING

SIOUX CITY, IOWA

U. S. A.

TESTIMONIALS

K. H. Bishop, of the Union College, Eau Claire, Wis., says:

"For the benefit of users of fountain pens, I wish to express the pleasure and satisfaction that is mine from using the "Houston" fountain pen. I have tried nearly every fountain pen made and have not found any equal to my requirements until I began using the "Houston." This pen is remarkable in what every penman will consider the three most essential points—balance, evenness of ink flow, and readiness for service.

Any one wishing a pen always ready and that can be depended upon, absolutely, will find it in the "Houston."

Mr. Bushey, of the Appleton Business College, Appleton, Wis., writes:

"Concerning my opinion of the Houston Fountain Pen, will say that after having given it a thoro test, I consider it the best fountain pen I have ever used."

Houston Pen Company

SHOW CASES

We have our own exclusive show case department. Manufacture standard and also special cases for our trade. Cases to match any kind of a store corner or place.

For this reason it would be unwise for us to even attempt to furnish cuts in this small catalogue.

With any assortment of two dozen or more Houston Pens, we loan a handsome show case to properly display them. Case to correspond with the number of pens ordered. In oak or mahogany finish with plate top.

TESTIMONIALS

Copy of testimonial from Prof. L. M. Hatton, President of Tampa Business College:

Tampa, Fla., Jan. 10, 1913.

Mr. E. F. Seallen, Representative Houston Pen Co., City.

Dear Sir:—Regarding the merits of the "HOUSTON" Fountain Pens, I wish to state that, after giving them a thorough trial, I consider them as unsurpassed by any other fountain pen and moreover owing to the shape of the holder, they are better adapted for good penmanship than any other fountain pen I have ever used.

Very truly yours,

(Signed)

L. M. HATTON, President.

The following is an extract from a letter written by Julius A. Schmahl, Secretary of State of Minnesota, to W. E. Holmes, Secretary of the Commercial Club of our home town, Sioux City, Iowa:

"Permit me to state that I have purchased fountain pens for the members of the Legislature since 1901, and at the last session the entire order was given to the Houston Pen Company.

The sentiment was practically unanimous that it was the most satisfactory pen ever distributed among the members, and this was confirmed by an additional purchase by the Secretary of the Senate and Chief Clerk of the House and the comments of the St. Paul and Minneapolis newspapers were all favorable to the Houston article.

I can state from my own experience that they have given me better personal satisfaction than any other fountain pen I ever used."

Houston Pen Company

Nos. 4 AND 5

THE KING OF THEM ALL FOR CLERICAL WORK

There is such a thing as a good, better and best, for certain purposes, even in a line of pens, made on exactly the same principle. The many different kinds of work, different hands and personal tastes necessitates making several sizes of pen points and holders to correspond. To do this, the feed, the most important part of a fountain pen, must also vary in size. We have learned by long and expensive experience that our Nos. 4 and 5 are the **best** sizes in our entire line for all clerical purposes. The holders affords an easy grip and balance; the gold pens contain sufficient stock to admit of the finest temper; the feed is the size which gives the best air regulation. Combining these three most essential features the Houston No. 4 and 5 are the acme of pen perfection.

The majority of clerical people today are not using fountain pens for the simple reason that the desired state of perfection has not been reached by other manufacturers. A trial of the "HOUSTON" will convince any bookkeeper, open to conviction, that it has the old steel dip pen "beaten to a frazzle."

In these sizes we make the needle point, which is the bookkeeper's special, the fine, medium, coarse, stub, oblique (for the back hand writer) and the manifold.

For those who desire a larger ink reservor and large pen for heavy shading, we recommend our numbers 7 and 8, both of which will be found equal to any test they might be put to and will give service for a life time.

TESTIMONIAL

This from O. B. Towne, Secretary of the Council Bluffs, Iowa, Commercial Club:

"I have used the Houston Fountain Pen for several months and it is fine. I like it much better than any other I have ever used."

Houston Pen Company

BABY GRAND

We list the biggest fountain pen hit of the age—the Baby Grand—the school pen for girls. In class recitation as well as in the study room it is frequently necessary to take notes. Pen and ink in preference to pencil should always be encouraged. The Baby Grand, four inches in length, is as quick and more convenient than a pencil. The safety gold chain attaches it to the dress so that it is always there when needed. Our new satin finish chasing design, original and exclusive with us, makes the pen an article of beauty as well as an every day necessity. Being properly balanced and correctly proportioned, it improves the writing.

Made in plain and with ten styles of gold mountings as shown on other pages of this catalogue.

The No. 2 is the same as the Baby Grand, except the barrel, which is one and a half inches longer, giving it a larger ink capacity, preferred by some.

No. 2 is made in plain and six styles of gold mountings, both standard and self-filling as listed.

The Baby Grand and No. 2 are our ladies' pens. While the other styles may be used by ladies, they are not so convenient.

PENS AS A GIFT

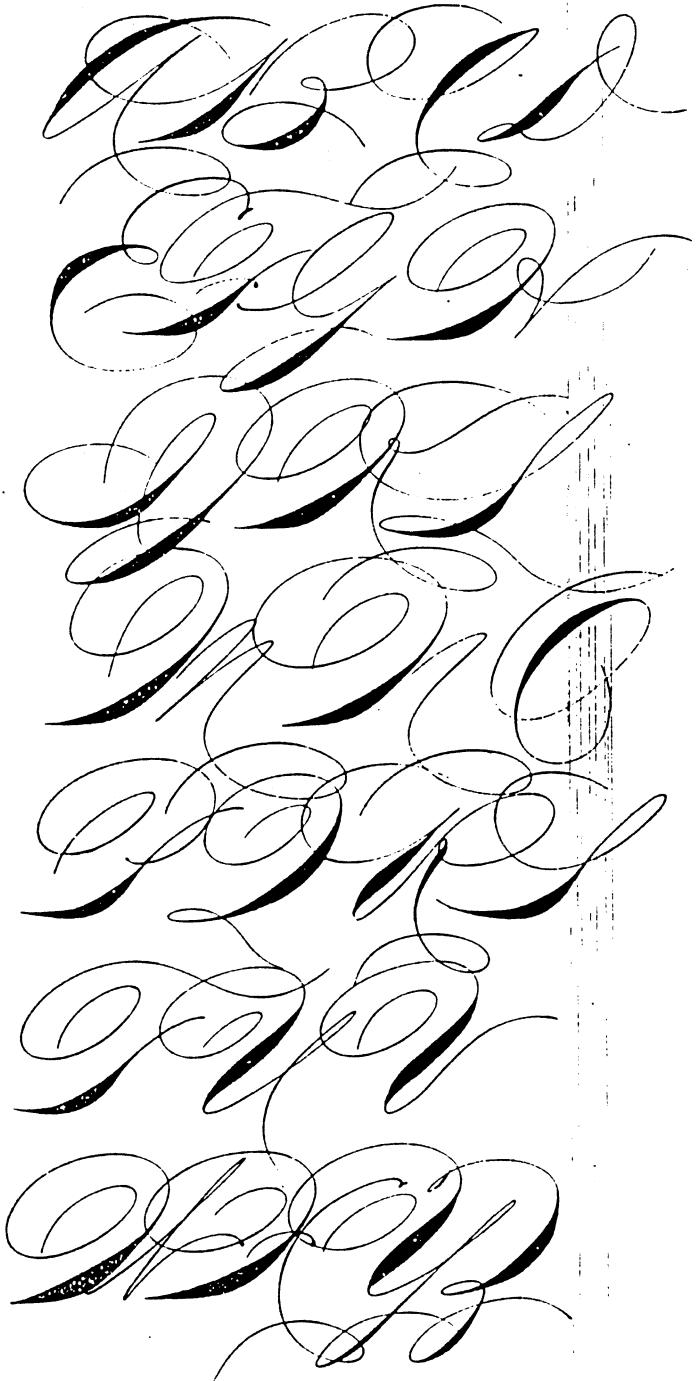
The high quality of the "HOUSTON" will be appreciated by everyone. For college students it has no equal on account of shape, balance and speed. It will improve their hand writing while other shaped pens will spoil it. (Stick to the shape of the old dip holder).

The emblematic mountings are exceptionally appropriate for college students, lodge members or fraternal orders.

So, with the business man, there is a special pen for every purpose.

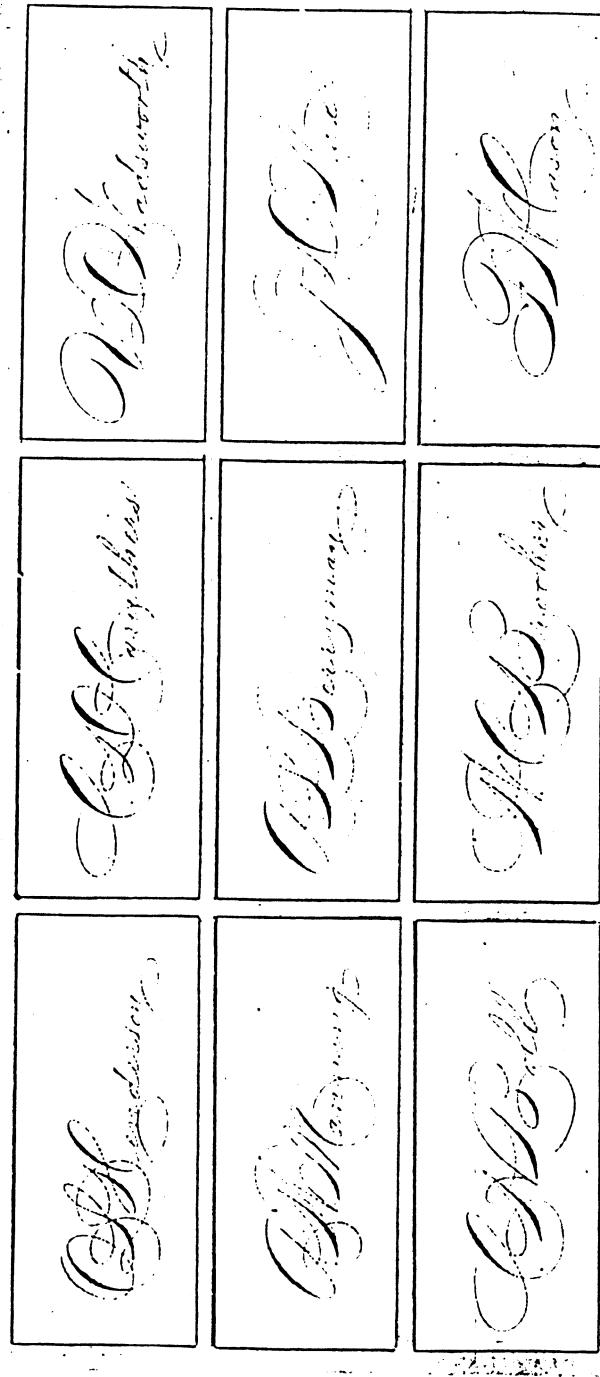
The lady at home, or in business, is the most enthusiastic of all in her ownership of our Baby Grand or No. 2 pen.

Houston Pen Company



For fancy and high-class writing the Houston Fountain Pen is superior to all other makes.

Houston Pen Company



The Houston Fountain Pen is highly recommended for fancy card writing.

TRADE DISCOUNTS AND TERMS

—ON—

Houston Pen Company

40 Per Cent on All Orders

40 Per Cent on Repairs

TERMS: Net cash 30 days, 2 per cent 10 days.

PRICES: F. O. B. Sioux City, Iowa

SPECIAL TERMS ON ORIGINAL STOCK ORDERS

As an inducement for new customers to establish complete and attractive stocks of *Houston Fountain Pens*, and to encourage old customers to increase the size of the assortment which they maintain, we offer the following special terms on the various sized orders shown below:

3 DOZEN

Net Cash, 90 days.

3 per cent cash 10 days.

2 per cent cash 30 days.

1 per cent cash 60 days.

6 DOZEN

Net Cash, 6 months.

4½ per cent cash 10 days.

4 per cent cash 30 days.

3 per cent cash 60 days.

2 per cent cash 90 days.

1 per cent cash 4 months.

4 DOZEN

Net Cash, 4 months.

3½ per cent cash 10 days.

3 per cent cash 30 days.

2 per cent cash 60 days.

1 per cent cash 90 days.

12 DOZEN

Net Cash, 6 months.

5½ per cent cash 10 days.

5 per cent cash 30 days.

4 per cent cash 60 days.

3 per cent cash 90 days.

2 per cent cash 4 months.

N. B.—All subsequent orders on regular terms, 30 days net, 2 per cent cash ten days.

The Larger the Quantity the Better the
Cash Discounts, or the Longer the terms

With any of the above assortments, we loan a handsome display case, with advertising matter, etc. These cases are the property of the Houston Pen Company, and are returnable on request, or when not used according to our terms.

HOUSTON PEN COMPANY,
Sioux City, Iowa.

